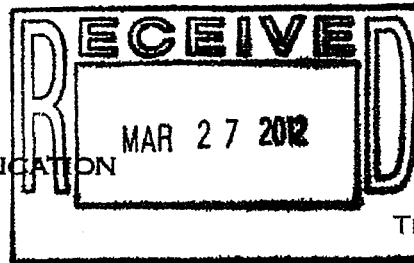


VOLUNTEER APPLICATION

TOWN OF ACTON
472 MAIN STREET
ACTON, MA 01720TELEPHONE (978) 264-9612
FAX (978) 264-9630
EMAIL MANAGER@ACTON-MA.GOV

Residents interested in serving on a Town Board, Committee or Commission are requested to complete this form and send it to the Office of the Town Manager at Town Hall.

(Please print or type)

Email agulliver@Verizon.Net

Title <u>Mr. Mrs. Ms. Dr.</u>	Email Address <u>agulliver@verizon.net</u>	Date <u>3/27/12</u>
Last Name <u>Gulliver</u>	First Name <u>Allen</u>	Middle <u>D.</u>
Street Address <u>43 Ethan Allen Drive</u>	Home Phone <u>978-263-3898</u>	Business Phone <u>617-680-5277</u>

Please refer to Addendum A and indicate below, in order of preference, the Board, Committee or Commission that is of interest to you: Economic Development Committee, Investment Advisory Committee.

Have you previously been a member of a Board, Committee or Commission (either in Acton or elsewhere)? If so, please list the Board name and your approximate dates of service: Investment Advisory Committee,
3 years in early 1990's.

Do you have any time restrictions? No.

Are you a U.S. Citizen? Yes. Are you a Documented Resident Alien of Acton? No. How long have you lived in Acton? 30+ In Massachusetts? 30+ years.

Present occupation and employer (Optional: Attach resume): Equipment Financing and Leasing.
Boston Capital Equipment Finance, Principal Resume attached.

Do you or your employer have any current or potential business relationship with the Town of Acton that could create a conflict of interest? No.

Education and special training: B.A. Economics. MBA, Corporate Finance.

Please list below any additional information or comments that may help in the matching of your interests with the most appropriate Board/Committee, such as civic experience, special interests/hobbies, etc.: _____

Long time student of the capital markets.

Tel: 617-680-5277
Email: agulliver@verizon.net

Allan D. Gulliver

43 Ethan Allen Drive, Acton, MA 01720

Summary

Equipment financing and leasing sales professional, with expertise in originating financing of a wide variety of capital equipment and projects with end users. Strong consultative selling, relationship management and technical skills. Proven ability to close more complex transactions. Excellent communication, teamwork, and negotiation skills. Solid technical grounding in financial analysis, credit evaluation, business law, taxation and financial accounting.

Boston Capital Equipment Finance *Vice President*

2009 – present

- Consult and advise on capital equipment financing solutions for end user corporate clients and vendors, with an emphasis on technology and healthcare assets.

Debt Advisors Group *Vice President*

2007 – 2008

- Acting in an independent fiduciary role, advised VC backed startup companies on how to obtain cash runway extending venture debt on the most favorable terms
- Assisted client companies (primarily life sciences firms) in determining the optimal amount of leverage, loan structures, warrants and terms
- Managed the competitive bidding process to obtain the best qualitative and quantitative debt placement for client

Siemens Financial Services *Northeast Region Manager*

2004 – 2006

- Structured and closed financings for highly engineered projects, including energy savings performance contracts, water treatment facilities, automated warehouse and telecom systems
- Negotiate financing documentation in the corporate, municipal, and non-profit healthcare markets

Pitney Bowes Credit Corporation *Vice President, Sales*

2001 – 2003

- Closed \$65MM in new business in 2002 – amid weak capital spending
- Originated large ticket lease transactions with creditworthy corporate clients in New York and New England
- Structured and underwrote deals for syndication to generate fee income
- Focus on long-lived, hard assets and tax-oriented deals

Citicorp Bankers Leasing *Vice President, Marketing*

1988 – 2000

- Originated and closed large (\$10MM - \$120MM) revolving Master Lease facilities for Citibank's corporate clients in the Northeast. Generated \$100MM+ annual lease volume
- Financed capital equipment and real estate in multiple industries, including Technology, Telecom, Public Utility, Branded Consumer and Insurance.

- Developed new client relationships and managed existing ones to maximize new business volume and profitability. Built regional telecom account into largest client of subsidiary.
- Met institutional return hurdles utilizing securitization/syndication strategies

Equitable Life Leasing Corporation

1986 – 1988

Vice President, Sales

- Marketed and structured single-investor operating leases for computer systems and other high tech equipment with Fortune 1000 accounts
- Established new relationships with end-user and vendor customers

Hewlett-Packard Company (formerly Digital Equipment)

1979 – 1986

Financial Consultant

1985 -1986

- Managed financial reporting and control for Boston field service district, with 220 people and \$30MM in revenues
- Full P&L controller responsibility and financial consulting to line management

National Accounts Manager

1982 – 1985

- Negotiated Master Lease computer financing agreements with Digital's largest customers (Fortune 100)
- Worked with customers, sales management, and funding sources to design customized nationwide programs
- Increased account penetration and volume by streamlining documentation and cultivating close customer relationships

Senior Financial Analyst

1979 – 1981

- Managed the budgeting, forecasting and expense control process for all DEC real estate facilities spending in Massachusetts and New Hampshire
(Granted educational leave to earn MBA at Babson on an accelerated basis)

Bell & Howell Company

1977 – 1979

Treasury Analyst

- Established lending rates and prepared all financial statements, loan compliance reports, and forecasts for captive finance subsidiary
- Analyzed customer credit, structured, and negotiated major equipment leases

Education Babson Graduate School of Business

1982

- *Masters in Business Administration.* With Highest Distinction.
Concentration in corporate finance.

Tufts University

1977

- *Bachelor of Arts, Economics.* Magna Cum Laude.

lan Gulliver met with the Volunteer Coordinating Committee on June 25, 2012 to interview
an at large position on the Economic Development Committee. His background is in finance
d has previously served on the Investment Advisory Committee. At this time he is unemployed
d has the time for this commitment.

voted to move his name for further consideration.

an Lane, VCC